# CO-OPERATION KEY TO REAL PROGRESS

G. G. Dawe Takes This Message to Convention.

REVIEWS SOUTH'S RESOURCES

Managing Director of Southern Commercial Congress Appeals for United Effort in Spreading Knowledge of Section's Resources to the World-Finds It in United Effort.

Atlanta, July 10,-One of the addresses attracting greatest attention at the meeting of the commercial secretaries was izes that it is one with every other com that delivered by G. Grosvener Dawe, managing director of the Southern Commercial Congress. Mr. Dawe spoke specifically in behalf of that organization, than that which has taken place at any telling how it came into being and some point or time in the history of the United of the things for which it is working.

Mr. Dawe also gave an exhaustive sur-Mr. Dawe also gave an exhaustive survey of the progress of the South in recent years, and from the data presented after day, year after year, is absolutely arrived at the conclusion that the move-ment for giving publicity to facts about must rise to that purpose of co-operation the South's resources and possibilities is if we want the South to reach its full not only justified, but necessary if the greatness. To work with others is to South is to have that addition of workers, capital, and brains needed to bring to be feeble. the into line with other parts of the country, notably the Middle West and the Northwee. Leads with Its Coast Line. "Every part of the South must know every other part and its efforts and growth; a sentient conquering whole must supersede feeble and disassociated units:

Leads with Its Coast Line.

In his review of the South's resources and progress Mr. Dawe said that by right town growing; the world must be brought it should assume and maintain the coastline leadership of the United States. In shall all this be done? this connection he said:

"Viewed from the point of coast line, it ever yet attempted in the commercial hisis well to understand that the Southern states possess an enormous advantage that shall grasp and change conditions States possess an enormous advantage over the other two-thirds of the United of bewalling them.

"By a suna-organization States, for the coast line of the Southern States is 3,007 miles, while the coast line of the North Atlantic States is 888 miles, body in vital co-operation the wisest, of the Pacific Coast 1,557 miles.

"The natural advantages of coast line are already asserting their influence, for we are able to say that a Southern port we are already asserting their influence, for we are able to say that a Southern port will holds the second position for exports among all the ports of the United States—New Orleans, in 1900, and now a Southern every other man. The organization must New Orleans, in 1900, and now a Southern not be extraneous or artificial; it must port that nine years ago was wrecked not be an invention to create offices for

and rent by storm—the port of Galveston. "We are able to show that the exports along the Gulf now exceed the exports of others more effective; it must not attempt Philadelphia and Boston by 93 per cent, to organize or control this or that or the and they equal more than 66 2-3 per cent other thing through the South, but simof the total which belongs to the over-shadowing port of New York. The tables of exports for 1900 and 1908 show that 27
per cent growth in exports has taken
place in New York, Philadelphia, and
Boston regarded together. During this same time the Southern exports from points handling more than \$1,000,000 in-

South's Record in Imports.

"In the matter of imports-goods coming to America for distribution-you will that every endeavor intelligently made find that while the three great ports shall be just that much stronger through above mentioned have increased 27 per this first, simple, majestic effort for cent, the Southern ports have increased Southern co-operation. This organiza-102 per cent. Look at this another way, tion must produce that which, for lack of In 1898 imports along the Gulf were \$13, -- a Better term, may be called 'atmos-062,729. In 1908 they had grown to \$59,340,- pheric publicity,' filling the very air with 735, an increase of 354 per cent. In 1898 the thought in the South is opportunity. exports along the Gulf were \$201,847,700. "This organization must not have In 1908 they had grown to \$396,552,136, an increase of 96 per cent. Is it not fair to claim that the Southern States, by reason such broad lines that the wiele United of their coast line, are bound to occupy a such broad lines that the whole United vastly important relation to the future of States will listen and learn. It must hold the state of burness published the United States in the commerce of the fast to simplicity of purpose-publi

"When we consider also that all this the South known. It must avoid politics swing of commerce is taking place prior and cleave to statesmanship. It must to the completion of the Panama Canal avoid debates and hold fast to straightand that the Panama Canal will help to forward declaration.

rivers of the South and their availability as carriers of commerce and for the development of mechanical power, demon-strating that in both these fields the South has an undoubted leadership in the way of natural resources. He then reviewed briefly the mineral leadership of the South, its agricultural leadership in the production of cotton, rice, fruit, and truck; its forests, its accessibility railroad and water, and ended this part of his address with references to table of the products of Southern industry which went far to show its present leadership in that field, and clearly dem onstrated the fact that the South will certainly be in future years the industrial section of the United States.

Coming to need of self-knowledge reoffice of the joint committee on conservation that a plan has been worked out for the railroads to take part in the such homes for Washingtonians in a logarding the South and its exploitation by means of proper publicity, Mr. Dawe said, in part:

Self-knowledge Needed.

"You will ask me how the South should resources in the country. proceed to secure the development which The plan is the outgrowth of a series destiny has indicated as belonging to it of conferences between representatives of in the future years. I answer you, 'Know the committee and of leading railroads, thyself.' The South will never come to which have been going on since early its full power until the leaders and think- spring. ers of the South take a view broader than that of their own Congressional dis- may be gained from the fact that the pretricts or of their own State lines and ap- liminary negotiations on the part of the prehend what the South as a whole railroads have been carried on by repremeans. This is a vital need. The prime sentatives of the American Railway Enthing to do to build a greater South is to gineering and Maintenance of Way Ascreate a self-knowledge that shall thrill sociation. Attention was also given to every man with the sense of the impend- the subject of conservation at the rec ing destiny of the South. Let such a meeting of the American Railway Master coming greatness touch the Mechanics' Association at Atlantic City. minds and hearts and hands of the men The enormous amount of timber and iron of the South and they are then in the right position to speak with assurance amount of coal consumed by them, make regarding that which is to come to the the proposed plan one of the greatest

magnitude. "Thus I lay before you, gentlemen, who are leaders in your communities, the idea the conservation committee and the rail-that you and the men you touch and the roads provides a systematic arrangement men they touch and the communities that by which the joint committee is to give your communities touch must all become the railroads suggestions as to how the fired with the knowledge of the South's various railway systems can put consergreatness, and then you are in a position vation policies into effect. The associato make the South known to the world. tions on their part undertake to have the The men in our various communities railroads take active steps toward carrywhose souls are on fire with the sure ing out these suggestions. greatness of the coming days can be bunted on the fingers. Where there are at work with other large organizations their homes, and the lots are of such a tens there should be hundreds, where representing other important phases of size as to make the detached home the there are thousands there should be mil- national industry. lions. The resources of the South will be irresistible in their power to attract attention when the men of the South have an unquestioning enthusiasm based upon and the commissions are at work on the tall regarding its plans. Those in Wash-

arrangements for the issue of \$400,000 of ington in search of homes are invited to problems presented until they are fully "Our work as commercial organizations has been in most cases extremely intelligent. We have pushed for the recognition of our own little town or city, and we have pushed hard, but I doubt wheththeir efforts to have the construction of home sites. work started as early as practicable. The citizens decided on the bond issue and as soon as the result was officially known er there is a single man in this convention who has felt at all satisfied with the the commissions began with the prelimiresults secured from any one definite effort that he or his organization made naries. The answer is not within ourselves, the failure is not ours; the hindrance is the condition of misapprehension regarding Two important collections of fishes recently received at the London Natural land Trust Company, holding large sethe South that has nullified in large measure the work done for our individual History Museum will permit for the first curities in the shape of timber certifitime a complete study of the ichthyology cates. At that time the liabilities aggre-

Co-operation Now the Slogan, "The greatest method for accelerating the South's development is found in the 19 new species are represented, and they word 'co-operation,' not as a sentiment, but as a compelling influence. Your town but as a compelling influence. Your town of the region are fresh-water representa-

## VIEWS AT OBSERVATORY HEIGHTS.



Type of cottage.

unless your commercial organization real-

mercial organization, pulling for a greater, South. The stupendous resources of

the South, the destiny of the South, call for a commercial co-operation greater

States. By reason of the resources of the

South, greater in their volume than any

phere of suspicion and petty jealousy is

there must be a commercial organization in every town of the South and every

"By organization, more complete than

"By a supa-organization, more wise, more influential, more powerful than any

most influential thought of all organiza-

needy men; it must not come into exist

ply to stimulate activity in organization, leaving the local body to work out its

Will Not Supplant Others.

part of any of the men who form this

co-operative idea that it shall wipe out a

single endeavor intelligently made, but

such broad lines that the whole United

making the South know itself, making

"Last August, in Chattanooga, some of

RAILROADS WILL TAKE PART.

Trunk Line Companies to Assist in

Announcement has been made from the

Conservation of Resources,

Some idea of the importance of the plan

The plan as now agreed upon between

Charleston Is Progressive.

African Fish.

the 168 specimens of the two collections

Charleston, S. C., July 10.-Mayor Rhett

Secretaries Association - the Southern East Fayette street in that city.

Commercial Congress."

alone.

the country.

of the Zambesi region of Africa. Among gated \$3,850,000, with assets of \$10,000,000.

"There must not be an intent on the



Site of the subdivision

The Southern Commercial Secretaries' Association, in convention at Atlanta, Ga., July 7 and 8, 1909, desires fittingly to recognize and heartily

The liberal and continuous support given by The Herald to the South-

commend the spirit and enterprise of The Washington Herald in offering,

through its Southern Progress Section, an unusual and effective medium

ern Commercial Congress, now amplified by this practical means of usefulness to the various organizations represented in the Southern Commer-

cial Secretaries' Association, is creditable alike to the broadmindedness, as well as the enterprise, of the paper and its deserving appreciation of

every community in the South, which is thereby enabled to present itself

Respectfully submitted,

WASHINGTON HERALD COMMENDED.

## OFFERS HOME CHEAP

Wage Earner May Buy One at Observatory Heights.

SUBDIVISION ESTABLISHED

Baltimore Capitalists Purchase the Kengla Estate, and Will Sell Sites for \$3,500 Houses-Will Form a Pretty Residential Park - Water and Sewer Connections Provided.

MACHT BUILDING.

East Fayette street, Baltimore, Md.

Will Offer Cheap Homes.

Mr. Macht, believing that Washington

offers an excellent field for the real es-

tate man, and knowing from experience

gained in other fields that moderate-

priced homes in a growing section of any

city are a good investment, has come

people who are able to build palatial

homes in the midst of broad acres and

dwell apart from neighbors secluded and

Observatory Heights will soon offer a

Mr. Macht recently, in talking about

Will Develop the Heights.

typical residence of the subdivision.

Elsewhere in this issue of The Wash-

Houston, Tex., July 10.-The United

States Court here has ordered the dis-

charge of the Kirby Lumber Company

from receivership. The Kirby Company

went into the hands of receivers Febru-

Although Italy has had much succe with some forms of boats made of re-en-forced concrete, its lighters constructed

ington Herald will be found the an-

#### ATLANTA MEETING IS A BIG SUCCESS

of publicity for the people of the South.

favorably and forcefully before the public.

Continued from Page One.

dresses were made, one by Clifford L. An- These are some of the things which a and one by Charles H. Hoyt, superin- plc like to go where they do things. tendent of road construction for the United States government.

At first thought it may be a matter of wonder what the secretaries of commercial owns as a means of developing business in the towns, hence the great interest of the secretaries in good roads and how to

the cost of the labor is reduced to 45 to 60 cents a day. Much of the address was given up to a general description of the treatment of the convicts and an argunent for the eco in the development of the average South-

Publicity Earnestly Discussed.

Thursday morning's session was given up entirely to the question of publicity. except an excellent speech by Alexander

on "Municipal advertising," which is vertises the city; and even if you lose, printed in full elsewhere, and M. V. you have gained much valuable publicity. Trezevant, of New Orleans, made an address on co-operation between the sec-Observatory Heights is the name given local press. This paper was specially leading newspapers and magazines in the The city engineer, however, explained to the new subdivision which the Interinteresting, as was that of Mr. Richardform of good reading matter, illustrated. that the natted and quick growing about

"Less than twelve of us of the Southern Commercial Secretaries Association of the company that no house shall be
addresses emphasized the fact that in the
success by adopting the methods I have
so a fleet of hyacinth destroyers are
development of the South it was necesoutlined sary to reach out to other States, to ad- outlined. over 200 earnest organization men from The moving spirit in the International all over the South I am here to declare Realty and Development Company is that the twelve were right and that their Ephraim Macht, of Baltimore, who has vision has taken form. Its outlines of purpose have already been described in had many years experience in the real purpose have already been described in the words regarding the supra-organization that is— that should be—the organization that is— pal operators in real estate in Baltimore, which he showed that for many years a pal operators in real estate in Baltimore, which he showed that for many years a other methods.

Jacksonville 1 the child of the Southern Commercial and erected the Macht Buildding at 11-13 for the railroads to take part in the movement for the conservation of natural movement for the movement for the conservation of natural movement for the conser where the cotton is grown, and in that its work of upbuilding the city. way build up the South. To this end he thought statesmen, instead of politicians, exhibit in our auditorium of the "Madeshould be sent to the legislature and to in-Jacksonville" products of our factories. sense, and not in the political sense.

nome site to the ordinary family at a moderate investment, and the Interna-Prefer Migration to Immigration. tional Realty and Development Company At the close of this address the subexpects to be the agency of locating ject of immigration was introduced and many humble wage-earners out on the a long discussion followed upon some of ighlands north of the city in an envionment which hitherto has been beyond the European immigrant. Many of the health, wealth, population, and prosperity delegates seemed to be of the opinion will be the reward.

H. H. RICHARDSON. Washington, said it is already a beautiful city, but would be much more so in the ruture. He said he hoped to have a hand for the South could be obtained by bring-

surrrounding the city with some of the ing in settlers from other American pretty residential parks, which are such a states. It would be difficult to sum up the results of the convention. It is certain that the delegates were all serious and To this end he said his company would thoughtful men, who came to Atlanta evelop Observatory Heights with an to learn as well as to teach. The conidea to its natural beauties, as well as vention, considering that this was only with the idea of making money by the its second meeting, was well attended. ing industrial victory. Announcement is a large percentage sale of the property. First, there will be The secretaries, while they may be husa sale of lots. Then means will be protlers, have nothing of the clap trap of federal district, of a new oil company the booster and boomer. To the last that has been formed with a capital stock seven airships of the Zeppelin model, to one of them, they are anxious for the of \$25,500,000, which will take over the stablish regular passenger service among The joint committee on conservation is vided to assist homeseekers in building uplift of the South as a whole and of the cities they represent, by economical and legitimate methods. They are workers, which, if the writer is not mistaken, will become a power in the building up ouncement of the company more in deof this Southland, not by any question

bonds for extending the Charleston sew-erage system. The officials are bending for themselves what is offered in the way have been exceedingly valuable to them, have been exceedingly valuable to them, personally and collectively. The next meeting of the secretaries will be held in New Orleans, and the executive committee is authorized to change the time of the meeting to weetman Pearson is supposed heretofore. Telephones are to be introduced into one of the cooler months of the year, to have had the better of the contest. and it is probable that at the New Orleans meeting the delegation will be carried out across the Gulf to Panama to view the progress of the work on the

able methods, but by solid knocks at the

H. H. Richardson is president, M. B. for the ensuing year.

Panama Canal.

J. C. RANSOM.

### HOW TO ADVERTISE CITY'S ADVANTAGES

M. V. TREZEVANT,

Acting chairman Committee on Resolutions.

Continued from Page One.

derson, of Atlanta, on the employment of city should advertise, and the results onvict labor on the public highways, will be beyond your best hopes, as peo Best Methods to Use.

Now, as to the best methods by which a city can make the world know what bodies have to do with good roads. But a it has to offer, there are many opinion good part of the work of the commercial on this point, and each of us probably has bodies of the South is directed to the his own views. I will give mine from the upbuilding of the counties about the experience I have had in this developing work. I favor the frequent issuance of descriptive pamphlets, gotten up in the neatest and most artistic manner, illus-The address of Mr. Anderson told how trated with the modern buildings of the the convicts of Fulton County, Ga., have city, but not the expensive, cloth-bound been used to improve something like books that some boards get out. The 700 miles of roadways, bringing them up great cost of these necessarily limits the to the finest condition. The macadam road edition; they cost considerable to mail is the one built there, at a cost of about and they end their usefulness frequently in the waste basket or the recipient. in the waste basket or the recipier Nicely gotten up pamphlets cost less

to print and to mall, and a large number can be printed at small cost, and they accomplish good results before the progress of time makes the matter out of I find it economical to limit the size, so

Mr. Dawe's address appears in part that they can be inclosed in the envelopes by the cart load have been jogging Col. Beach Detailed to Complete used in ordinary correspondence, with through the city streets for several days little increase in mail cost.

Another way to advertise a city is to on their way to the ash dump. reach out for large national conventions, opening up your headquarters in the con-W. Smith, a local attorney and member of the charter revision committee. In the matter of advertising cities, H. H. Richardson, of Jacksonville, delivered a paper ardson, of Jacksonville, delivered a paper.

Likes Newspaper Articles. retary of the commercial body and the advantages is the use of space in the of the beautiful.

ment, you must realtize that the Southern ports will be on the very front door step of the world's future commerce, with South America and the Pacific, by reason of their nearness, peculiarly available for their growth."

Mr. Dawe then spoke of the spo

sary to reach out to other States, to advertise the Southern resources there, and Some cities have successfully advertism which the average citizen accepts to use great vigilance in keeping the ad- tised by having an exhibit car travel from as a part of the war on the mosquito. vantages of the South well before the city to city, from which is distributed the ountry all the time. Mr. Richards gave descriptive literature. This is a good a history of the work of the industrial plan, but quite expensive, and it is more department of the Southern Railway, in difficult to trace results from than by

has been carried on which is now be- Jacksonville is, as you know, a tourist ginning to bear fruit in increasing in- resort, being the gateway to the Land of ustry, occupancy of farm lands, and ex- Ponce de Leon, through which pass nearpansion of business in all directions.

The afternoon session closed with a statistical address by J. A. Arnold, in which charts were used by way of illustration.

The afternoon session closed with a statistical address by J. A. Arnold, in which charts were used by way of illustration.

(the morning daily) and the Metropolis (the evening paper) very generously pre-Mr. Arnold came to some rather startling pared a nicely gotten up advertisement, conclusions, one of which is that the which they insert free of charge, inviting State or county cannot be built up alone visitors to call at the board of trade for

Congress, and the true interests of the We use our efforts as a body to encourage home manufacturers and dealers, and this is the kind of city which investors are looking for. Every city has its own particular advantages, and it is these that should be made known. By working uneasingly along the lines I have indicated your city's wealth and commercial im-H. H. RICHARDSON.

Secretary Board of Trade, Jacksonville, Fla.

MAY MEAN OIL WAR. New Company Forms to Take Over

Tampico Field. San Antonio, Tex., July 10.-Momentou changes are taking place in the business world of Mexico which presage a gigantic industrial struggle or another sweeping industrial victory. Announcement is a large percentage of them being export-Weetman Pearson interests and practically have all the oil concessions in Mex-

prises men high in official life in Mexico cluding relatives of President Diaz. For some time a bitter warfare has been waged between the Standard Oil Company and the Pearsons, of London, represented by Sir Weetman Pearson This fight has centered for the control of the oil field of Tampico, which is said to be the greatest in the world. Owing to has just established its first school for his connection with the government, Sir instruction in forestry. However, he has denied that the new government on the same plan as the

It is announced that the new company in any desired direction, are a novelty in will carry on the fight against the Stand-the musical instrument line. projecting a new railroad from San Antonio to the City of Mexico down the A deposit of strontium near Bristol but as a compelling influence. Your town is not going to grow through your efforts in any such measure as you may desire in a countrie of that material have failed, because of their liability to cracking in the rough in the pipefish and the shark.

Papermaking from peat on a countrie of that material have failed, because of their liability to cracking in the rough in the pipefish and the shark.

Papermaking from peat on a countrie of that material have failed, because of their liability to cracking in the rough in the pipefish and the shark.

Papermaking from peat on a countrie of that material have failed, because of their liability to cracking in the rough in the pipefish and the shark. east coast, and it is hinted that he will England, has become the chief source of

## ANNOUNCEMENT.

Plats of Section IV, The New Subdivision

CHEVY CHASE,

Are Now Ready.

Call, 'Phone, or Write for one.

THOS. J. FISHER & CO., INC. 738 15th St. N. W.

'Phone Main 6830.

This section lies between the ground of the Chevy Chase Club and the new links of the Columbia Golf Club.

Union Trust Co. Building Corner 15th & H N. W. Built of North Carolina Granite

## Built of Mount Airy, N. C., Granite.

The World's Greatest Granite Quarry.

Our facilities unsurpassed.

Price as low as the lowest. Granite for buildings, monuments, mausoleums, &c.

Rough or finished work. We invite correspondence from architects, contractors, and intending builders.

North Carolina **Granite Corporation** Mount Airy, North Carolina

#### WAR ON HYACINTHS.

City Officials Wage It in Waters About San Antonio,

To the flower lover who has only known

the upper reaches of San An seems wanton destruction. City ditchmen, with picks and shovels clashing through beds of these rarely beautiful Another means of setting forth your flowers, started a protest from the lovers

national and Realty Company has estab-lished on the old Kengla estate, one called forth much lively discussion.

I don't like display advertising for a city, cinth threatened to choke the entire chan-lished on the old Kengla estate, one called forth much lively discussion.

## INDUSTRIAL NOTES.

One in every six persons is said to be

In the last half century Japan has reorded more than 27,000 earthquakes. twenty-seven seconds.

Holland is the best European custome of the United States in copper and the

The simplest way to convert a weight expressed in avoirdupois pounds into kilo

crude state as high as \$200 a pound. British capitalists have applied to the Turkish government for a concession cov-

ering the oil fields of Bagdad and Mosul. The easiest and safest way to destroy ordinary black gunpowder is to throv it into water, which dissolves the salt

A Welsh firm is exporting to Brazil briquets made from waste coal and coal tar pitch, molded under pressure and

The State of New Jersey has imported five stallions from Great Britain to enable its farmers to produce a higher

By dropping a nickel in the slot of a new machine a motor is started which op-erates brushes to clean and polish its Hence Palm Beach County is favorably erates brushes to clean and polish its patrons' shoes.

A single factory in the Black Forest makes over 6,000,000 mouth-organs a year,

twenty-seven towns.

A new German corporation has ordered

A California company has secured 10 pounds of aus paddy rice from Bengal and will try to raise the grain on dry lands which it owns. A Pennsylvanian has invented a tubular

tennis post in which a net can be rolled and left out of doors in all weathers without being injured. China, which country in proportion to its size, has less trees than any other

Telephones are to be introduced into

Trezevant is secretary, and each State and Oil Company. Meanwhile E. H. Harhas a vice president among the officers riman is pushing his railroad on the west were discovered by a Dutch philosopher coast of Mexico to completion, and is who was examining under his microscope

## PLAN INTERCOASTAL CANAL

Surveys for Line in Louisiana.

Operations About to Start at Vermillion Bay on Waterway

New Orleans, La., July 10 .- Col. Lansing H. Beach, chief of the United States engineers' department for the Gulf district. has returned from Washington, where he

tween the States in the southern part of Poets the United States. This canal has been planned by the govenment for some time, and three englneers, among whom are Col. Beach, were etailed to make surveys and report to the general board at Washington. course, they have not yet completed their the preliminary work has been done and only a few weeks will be consumed in completing the surveys and making plans and diagrams. The appropriation for dig-The richest known mines of manganese ging the canal is not quite ready yet, only in the world are in the Russian Caucasus. that part relating to the Louisiana bound-The electric locomotive holds the ary having been actually looked after, vorld's records for speed—one mile in Col. Beach is now at Vermillion Bay to superintend the beginning of the work. Associated with him in this survey are Col. D. C. Kingman, senior engineer of

## CARVE OUT NEW COUNTY.

Ga., and Col. William Black, senior engineer of the North Atlantic division, from

Palm Beach Name of Forty-sixth in State of Florida.

St. Augustine, Fla., July 10. - Palm Beach is the newest county in Florida, its legal existence beginning July 1. As the forty-sixth county in this State, it starts off on its career under happy auspices.

The new county is the north half of the historic "State of Dade." Its north boundary at St. Lucie County extends from the Kissimmee River. The west bound ary is Lake Okeechobee, about two-thirds of the shore line of this famous inland sea being within Palm Beach County. The south boundary extends fro on the Atlantic just north of Fort Lauderdale, running westward in a direct line to the Lee County boundary, in the heart of the Everglades. The east bound-

situated, being well below the twenty-seventh parallel and in the semi-tropical fruit belt. Its lands are diversified ording opportunity for growing all kinds of fruits, vegetables, and farm products. Its people are enterprising and progressive, and if politics in this new county an only be wrapped in a tarpaulin, heav ly shotted, and sunk in the Atlantic ut three miles off Palm Beach in the

Bulf Stream the county will prosper There is possibly no section in all Florda that offers better opportunities than es Palm Beach County, and it may be rophesied that within ten years it will come thickly populated by an industrious, intelligent, prosperous, happy, and

## James L. Parsons

Contractor and Builder

616 Union Trust Building WASHINGTON, D. C. 'Phone M. 161)